

## Message Text

UNCLASSIFIED

PAGE 01 BANGKO 20911 250223Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----043218 251423Z /45  
R 250210Z JUL 78  
FM AMEMBASSY BANGKOK  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8193

UNCLAS BANGKOK 20911

E.O.11652: N/A  
TAGS: BEXP, TH  
SUBJ: WTDR/FTI: HANSEATIC ENGINEERING TRADING CO., LTD.

REF USDOC 11710

1. THAILAND

OFFICE USE: 2. 549 3. NA 4. 01

5. HANSEATIC ENGINEERING & TRADING CO., LTD.

6. GPO BOX 376, 95 RAJDAMRI ROAD, 7TH FL.,RAJDAMRI ARCADE

7. BANGKOK

8. CONTACT: VARID THAVISIN

9. TITLE: DIRECTOR  
OTHER OFFICIALS ARE: MR. JAYAVADH BUNNAG, DIRECTOR AND  
MR. LEONG GOON KEONG, GENERAL MANAGER

10. PHONE: 2518751 11. TELEX: 3520 SEROLAT TH

12. CABLE: NA

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13. ESTBL: 1978 14. EMPL: 4 15. SIZE: SMALL

16. REPUTATION: Y-SATISFACTORY 17. RPT DATE: 07/78

OFFICE USE: 18. K 19. NA 20. NA 21. NA 22. NA

23A. 28210/235 IMP.AGT.DIST. OF PLASTIC CHEMICALS

23B. 32950/235 IMP.AGT.DIST. OF ACTIVATED CLAY  
23C. 35360/235 IMP.AGT.DIST. OF HOIST AND CRANES

24. FOREIGN SALES: NA

25. FINANCIAL REF: HONGKONG & SHANGHAI BANKING CORP., SIAM  
CENTER, BANGKOK, THAILAND.

26. TRADE REF: GENERAL ELECTRIC CO., PITTSFIELD, MASS.

27. FOREIGN FIRMS REPRESENTED: AGENCY REP. OF GENERAL  
ELECTRIC CO., ONE PLASTIC AVENUE, PITTSFIELD, MASS.01201  
FOR LEXAN POLYCARBONATE; FILTROL CORP., 3250 EAST  
WASHINGTON BLVD., LOS ANGELES 23, CALIFORNIA FOR ACTIVATED  
CLAY; SVERRE MUNCK, NORWAY FOR HOISTS AND CRANES; BM  
ENGINEERING, MALAYSIA FOR HOISTS AND CRANES.

28. POST EVALUATION: HANSEATIC ENGINEERING & TRADING WAS  
INCORPORATED IN 1978 WITH AN AUTHORIZED CAPITAL OF \$10,000  
TO ACT AS IMPORTER AND DISTRUTOR OF LEXAN POLY-CARBONATE,  
ACTIVATED CLAY, HOISTS AND CRANES. SEVENTY PERCENT OF ITS  
IMPORTS ARE FROM MALAYSIA WITH THE REMAINDER FROM THE U.S.  
(20 PERCENT), NORWAY (5 PERCENT) AND JAPAN (5 PERCENT).  
IT LEASES AN OFFICE OF 100 SQ.METERS, LOCATED IN ONE OF  
BANGKOK'S BUSINESS DISTRICTS. IT EMPLOYS 4 PEOPLE  
INCLUDING 2 SALESMEN. THOUGH NEWLY ESTABLISHED, FIRM'S  
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BUSINESS APPEARS TO BE AGGRESSIVE. LOCAL BANK REPORTS  
FAVORABLY ON THE SUBJECT; IT IS CONSIDERED TO BE A GOOD  
TRADE CONTACT FOR U.S. FIRMS.

29. PREP: SATHIT/SOMSAK APPR: MATTHEW P. WARD.  
O'DONOHUE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BANGKO20911  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780304-1040  
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**From:** BANGKOK  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1978/newtext/t19780721/aaaaarjh.tel  
**Line Count:** 100  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** 7706e76c-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EA  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1889238  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTD/FTI: HANSEATIC ENGINEERING TRADING CO., LTD.  
**TAGS:** BEXP, TH  
**To:** COM  
**Type:** TE  
**vdkgvkey:** odbc://SAS/SAS.dbo.SAS\_Docs/7706e76c-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014